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P/C

FamilyStatus

AllCustodians Oliver, Carson

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Application

Confidentiality_Rcvd CONFIDENTIAL

Production Vol. APL-EG_081



Privileged & Confidential

Wisconsin Overview

6/26/2023

ACTION ITEMS

- [REDACTED] Attorney Client Privilege
- Eric, Ayman, Tanya, and Timo to review timeline
- Group to update slides by 4:00PM on 6/26
- Email update to be sent out to ET once changes are made and approved by App Store leadership
- See below for required deck changes

NOTES

- Meeting with Tim, Luca and most of ET on Wednesday
- Update required for ET later today in advance of the Wednesday meeting

Agenda

- [REDACTED] Attorney Client Privilege

Option 2: Commission

- Remove Different Approach and Same Approach
- Call it "Commission Parameters"

Agenda

- System disclosure sheet
- Collections risk management
- Commission duration
- Programs
- Commission rate

System disclosure sheet

- Ann to present
- Show the 2-up first — say we've updated it and that's been previously approved over email
- Don't show the redesign for the future — for this meeting trying to decide what we are doing for July 5th
- Rename it from [REDACTED] sheet to System Disclosure Sheet - make changes throughout deck
- Apple Pay - concerns around making a distinction; need to confer with Eddy re: direction; Ling to sync with their Legal team

Legal terms

- [REDACTED] Attorney Client Privilege

Approach to Determining Reasonableness of Reports

- Timo to present

Fee Collections and Developer Escalations

- Timo to present

- Legal terms and then more granular specifics — question around the cadence of the content
- Switch detection slide with the escalation slide?
- Timo and Ling to align on order of operations —

Attorney Client

Attorney Client Privilege

Commission Duration

- Kunnal to present
- For subs, are we commissioning on just the first purchase? On subsequent renewals
- Need clarity around this when presenting
- What happens after year 1 with the commission? 12%

Program Eligibility

- Kunnal to present
- Inclusive of alternate payments - change the small business form - any transactions during that same period - each auto-renewal is its own transaction
- VPP/NPP — more nuanced way to write our positioning here - want to maintain high bar of user experience for participants
- VPP and NPP excluded and SBP and Tenured to be included
- Need to explain why we want to exclude VPP and NPP
- Don't need the overview of the programs
- Bullet points under them should be why we are including or excluding
- Program eligibility — need font increased

Commission Rate

- Kunnal to present
- Start calling the VLD fee the platform fee everywhere
- Make sure in animation that VLD is changed

Epic Injunction Proposal

- Kunnal to present

US Steady State Revenue Impact (Returning Customers)

- Kunnal to present

US Steady State Revenue Impact (Collection Risk)

- Kunnal to present

Wisconsin Launch Timeline

- Tanya to present
- Entitlement question around parameters for timeline
- Use detailed timeline slide
- Legal filings need to be added to

 (statement of compliance and declaration)
- XX should be 9/14
- Have Eric look at the timeline

Other

- Eric isn't in meeting on Wednesday - Need Ayman, Eric, Tanya, Timo to regroup re: timeline
- Have Matt include a bullet in email to ET that we are changing approach on programs
- Enabling in-app sheets - assumption is we should have everything live the day we are in compliance
- Target time on 7/5? 9AM